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Automotive Daily News

PASSENGER TRUCK TIRES TRACTOR ACCESSORIES

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BOSTON SHOW TO OPEN SATURDAY; SPACE SOLD OUT

Accessory and Tire Manufacturers to Be Well Represented

BOSTON, March 4 (U. T. P. S.).—The Boston Automobile Show, under the auspices of the Boston Automobile Dealers' Association, will open on Saturday night in Mechanics Building. Every inch of display space in the great hall has been sold.

This is the twenty-fourth annual show in Boston and is, as on past occasions, under the personal direction of Chester I. Campbell.

Every car, passenger and truck, sold in Boston, will be represented at the show, as will every line of tires and practically all accessory and parts concerns.

The Boston show is the big automotive buying event of the year for not only Boston but all of New England. There are more actually sold at the Boston show than at any other show in any city in the country, it is claimed.

This year every element combines to make the show a success from the standpoint of the exhibitor, for New England is in a buying mood. Her factories and mills are running overtime, general business prosperity reigns throughout the six states. Combine this prosperity with friendly legislation, an elaborate good roads program, reduced prices on automobiles all along the line, the attractive models of this year, and there is no reason to doubt that the Boston show will break sales records for many dealers.

There will be an exceptionally splendid and complete showing of accessories, a number of which are manufactured in New England. The accessory men have put themselves out to make a showing at the Boston show. The trade has experienced a splendid fall and winter and the brightest of prospects are ahead for dealers in accessories. It is predicted that the show will prove to be a splendid medium to exhibit so-called luxury accessories.

Tire men believe that the show will mark the resumption of normal tire business.

In addition to the great exhibit at Mechanics Building there will be a salon of the very high priced American and foreign cars at the Copley-Plaza Hotel during the same week as the show and under the same auspices.

There will be daily excursions from the principal cities in New England to the Boston show during the week, and dealers and agents of practically all makes of cars will be in Boston from the outlying cities for the week. There will be a series of dinners and luncheons by manufacturers and distributors during show week at the dozen or so hotels centering around Mechanics' Building.

Alvan T. Fuller, governor of Massachusetts and head of the Packard Motor Car Company of Boston, will officially open the show on Saturday, when the mayor of Boston will also be present.

Ford to Sell Its Plants in 6 Cities

Detroit, March 4.—The Ford Motor Company has authorized Joseph P. Day, of New York, to sell at private sale its surplus factory properties in Philadelphia, Cambridge, Dallas, Louisville, Memphis and Minneapolis. Disposition of these properties is declared to be due to the establishment of larger plants in these cities.

Each property is of modern type of construction, centrally located and with land for future expansion, and served by railroad siding.

GRAHAM PLANTS NEAR COMPLETION

Production Started on Dodge Bros. ¾-Ton Trucks

Evansville, Ind., March 4.—For the first time in its history Graham Brothers' local plant has started building Dodge Brothers ¾-ton trucks, supplementing regular production of the top and ton and a half Graham models.

Three new plant units under construction will be completed within thirty days, according to J. A. Merchant, assistant secretary. They are concrete, steel and brick structures of the sawtooth type, known as Unite Nos. 15, 16 and 17. Work is also progressing on Unit No. 14, partially constructed last year. Each unit is 80 feet wide and 270 feet long.

Concrete foundation has been poured for an elevated water supply tank of 100,000 gallons capacity. Improvements under way will involve about $350,000.

The new building facilities will boost daily production from sixty to eighty trucks, and increase the present operating force from 800 to $1,000 men, Mr. Merchant said.

The new power plant building erected last year is now completely equipped and in operation.

The completed Graham Brothers plant will consist of twenty-four units similar to those under construction. The plant property comprises twenty-two acres.

Chevrolet to Push New Output High This Month

Detroit, Mich., March 4.—A greater number of automobiles is being built this month by the Chevrolet Motor Company than ever before was produced in a single month by a manufacturer of modern thre speed gear shift cars, Chevrolet officials claim.

The schedule, which constitutes a new monthly record for Chevrolet, calls for more than 57,000 passenger cars and trucks. According to W. S. Knudsen, president and general manager of the company, this toital is more than 14,000 greater than the production during March of 1925.

To attain this record production, plant facilities were increased recently to a daily maximum of 2,525 motors, the day and night shifts now averaging 135 motors per hour.

The new high schedule for March follows a persistent, winter demand for Chevrolet cars which necessitated a record January production of more than 44,000 units, three times the production during January of 1925. In February, Chevrolet production rose to 51,000, which was nearly twice the number of units built during the corresponding month of last year.

GOVT. SENDS OUT REFUND BLANKS

Dealers and Manufacturers Receive Instructions

Washington, March 4.—The Internal Revenue Bureau and the National Automobile Chamber of Commerce today began sending out official blanks to automobile dealers and manufacturers governing the dealer tax refund.

The inventory schedule of the dealer, as of March 29, being thirty days after the new revenue law became effective, must include a list of automobile bodies, chassis, or complete cars on the dealer's floor, each bearing its manufac-

(Continued on Page 2)

CHRYSLER MODELS NOW CARRY TAX CUT PRICES

Detroit, March 4.—Chrysler has joined the automobile manufacturers who will absorb the difference in the old and the new Federal tax rate on cars immediately. The company has notified its distributors to that effect.

N. A. E. A. TO MAKE DRIVE IN TEXAS

Plan Merchandising Campaign to Cover Entire State

San Antonio, Tex., March 4 (U. T. P. S.).—The merchandising campaign of the Texas Automotive Jobbers' Association, under the auspices of the National Automotive Equipment Association, will open here on March 22, and be concluded at Wichita Falls eighteen days later, according to arrangements just completed.

During the campaign in Texas conferences will be held at San Antonio, Corpus Christi, Houston, Waco, Dallas, Fort Worth, Abilene and Wichita Falls. The conferences will be of two days each.

According to the present plans the local automotive jobbers will have their salesmen from all sections in for the first day's conference during which high-power salesmen of national reputation will deliver addresses. The second day of the conference the jobbers will have the retailers of their territory in to meet some of the national association men, learn more about standard equipment and what is being done to put the equipment and accessory business on the highest possible plane.

The campaign served as the chief topic for discussion at the last regular quarterly meeting of the association at Waco. Members of the organization of Dallas, San Antonio, Houston, Corpus Christi, Waco, Forth Worth, Abilene and Wichita Falls were present.

N. A. C. C. MEETS; DISCUSSES EXCISE TAX AND RUBBER

Votes to Join N.A.D.A. In Sales Conferences Again

Automobile Demand Continues Heavy

New York, March 4.—Active demand for motor vehicles led to new gains in factory business during February, which recorded 364,618 output of cars and trucks, as estimated on the basis of shipping reports filed at the meeting of directors of the National Automobile Chamber of Commerce in New York yesterday.

The total for February is 15 per cent. ahead of last month and 27 per cent. larger than February, 1925.

NEW YORK, March 4.—The regular quarterly members' meeting of the National Automobile Chamber of Commerce was held today at headquarters, 366 Madison Ave., New York city. H. H. Rice presided at the meeting.

J. J. Raskob of General Motors a member of the rubber committee, gave an outline of the rubber situation. He told the meeting that its members were making progress, but that it desires to proceed conservatively, in view of the tremendous scope of the problem before it.

The Chamber voted to join the N. A. D. A. in sales conferences, as it did last year. The balance of the meeting was taken up with consideration of the excise tax.

C. W. Stewart, assistant to the chief of sales, tax division of the Internal Revenue Bureau, spoke at length and answered questions regarding the operation of the tax for members.

John E. Walker, former tax advisor to the United States Treasury, also spoke on operation of the excise tax.

The members' meeting convened at 10 o'clock. At the conclusion of the speeches many members brought up problems in tax deduction which they desired to have solved. Luncheon was served and then films were shown of the visit of the delegation to the Highway Conference in South America.

At 2.30 the meeting of Motor Truck Members was called to order. M. L. Pulcher, president of the Federal Motor Truck presided; Harry J. Dooly, secretary of the Motor Truck Coach League of New England, spoke on the Massachusetts bus system; J. R. Hutt, president of the Westchester county bus system spoke on suburban bus developments; J. J. Cupper of General Motors spoke on Vocational Statistics; C. H. Scragg of Mack Trucks spoke on Bus Specifications.

This was followed by a report on Interstate Regulations. M. Russell Huffman, secretary of the Motor Vehicle Conference Committee presented a summary of proposed legislation.

Dodge Deliveries Total 18,516 Cars in February

Detroit, March 4.—Establishing a new record for winter months Dodge Brothers, Inc., reports retail deliveries of 18,516 passenger and commercial cars in the United States during February.

This is a gain of 28 per cent. over the same month of last year when the deliveries were 14,485. From January 2 to the end of February the deliveries amounted to 33,459 cars, against 23,410 for the corresponding period last year, a gain of 43 per cent.

Factory shipments from plants in the United States and Canada established a new high record during February of 29,335 cars and trucks, a gain of 34 per cent. of January this year and 46 per cent. over February last year.

PERU GUARDS MONOPOLY OF CIGAR LIGHTERS

Special from A. D. N. Washington Bureau

Washington, March 4.—Peru is jealously guarding its monopoly on the importation and trade in matches and doesn't want any American automobile manufacturers to ship cars equipped with automatic cigar lighters.

Manufacturers of cigar lighter accessories are advised that they must make arrangements with the Peruvian company holding the match monopoly before they can sell their product in the country. No automobiles bearing cigar lighters should be shipped to Peru, the department announced.

NEWSPAPER MEN GUESTS OF CADILLAC COMPANY

Detroit, March 4.—A party of about twenty-five newspaper men were guests of the Cadillac Motor Car Company at the Milford proving grounds of General Motors, Monday. Joseph A. Schulte, manager of Cadillac's Detroit branch, piloted the party, assisted by W. W. Lewis, J. William James and Pete Warner.

The trip was made in a fleet of Cadillac cars and the party was entertained at luncheon, following a visit to the big garage at the proving grounds.

Commercial car registrations throughout the entire country will be found on Page 4 of this issue.

ILLINOIS A. T. A. ELECTS OFFICERS

Danville Picked for Next Annual Convention

SPRINGFIELD, Ill. March 4.—Danville was selected as the meeting place of the eighth annual convention of the Illinois Automotive Trade Association at the convention which was held in this city yesterday.

It was the largest meeting yet held by the organization.

Officers for the coming year are as follows: President, H. A. Amerman, Urbana; first vice-president, W. E. Butler, Chicago; second vice-president, F. A. Sperry, Bushnell; third vice-president, J. S. Yoobol, Mendota; fourth vice-president, H. D. Rue, Bloomington; treasurer, W. E. Johnson, Peoria; directors, A. C. Price, Rockford; E. J. Kilborn, Decatur; D. U. Smith, Chicago, and H. E. Wehmeier, Chicago.

Speakers were Judge Roger Chapin, Springfield; R. Haas, president, Springfield Auto Dealers' Association; H. A. Amerman, George Tompkins, J. B. McNamara, J. R. Histed, C. W. Coons, manager, Illinois Automotive Trade Association; Robert E. Lee, J. N. Kellerman, Frank T. Sheets.

The meeting went on record as unanimously supporting the State Highway Commission in an effort to complete the $60,000,000 hard road campaign, part of which is being held up by litigation and lack of co-operation by communities.

SHOW DATES SET

North Bergen, N. J., March 4.—The North Hudson Auto Show Committee has announced that the local show will be held at Columbia Park, this city, from March 15 to 21, inclusive. There will be about thirty makes and one hundred models exhibited.

AUTOMOBILE MERGER IN CZECHO-SLOVAKIA

Special from A. D. N. Washington Bureau

Washington, March 4.—Negotiations are in process in Czecho-Slovakia for a merger of the Czecho-Moravasga Kolben Company, manufacturers of the Praga car, and J. Walter & Co., builders of the Walter automobile and motorcycle, the Department of Commerce was advised today.

The consolidation is to be effected by an issue of stock of the former company for the latter corporation.

Black and Decker Acquire New Plant

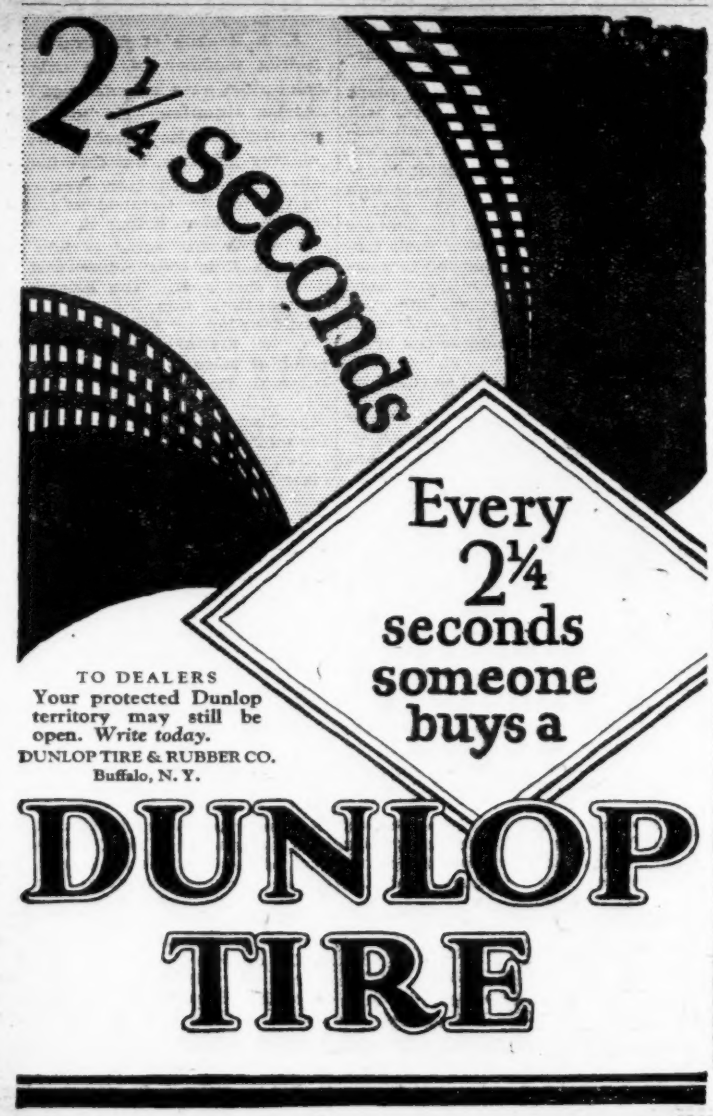
Towson, Md., March 4.—Block & Decker Manufacturing Company of Towson, Md., manufacturers of portable electric tools, announces the acquisition of plant, patents and properties of the Marschke Manufacturing Company, Indianapolis, Ind.

The Marschke Manufacturing Company have been building electric grinders, swing grinders, roll radius grinders, snaggers and buffers for more than a decade.

All of the buildings of the Marschke plant are of the modern daylight type with up-to-date equipment of every character.

The Marschke plant will continue operation under the supervision of F. W. and W. A. Marschke, founders of the business, in collaboration with the Black & Decker engineering department. The Marschke line of grinders will be sold through the jobbers by the present Black & Decker organization and will be sold under exactly the same policies as the Black & Decker portable electric tools are being sold.

On March 1 and 2 a meeting of thirty-five Black & Decker executives and territorial managers was held at the Marschke plant at Indianapolis to discuss matters pertaining to operation and sale of this new line.



Goverment Sends Out New Tax Refund Blanks

(Continued from Page 1)

turer's serial number, number and date of invoice to the dealer.

There is a column provided for use by the manufacturer in compiling the individual car tax at the rate of 5 per cent., a summary showing the total amount of tax returned by the manufacturer at the rate of 5 per cent., and the total amount of tax claimed as a refund or credit, the last item being the 2 per cent. difference between the old and new levy on passenger cars.

The reverse side of the blank provides for the revenue officer's certificate and affidavit of the manufacturer. Pike Johnson, Washington representative of the National Automobile Chamber of Commerce, today explained that the "affidavit of manufacturer" is also to be used by the dealer, the instructions applying to both dealer and manufacturer alike.

The inventory blank also is accompanied by a separate blank providing for a waiver in which the dealer foregoes all claims to a refund direct so as to accept a paper credit. Similarly a waiver from the manufacturer to the dealer is provided.

Dealers, in compiling the refund from the manufacturers, are advised that the 2 per cent. due them is for cars on hand and unsold on March 29. For instance, while the law became effective February 26, the refund does not apply on cars sold between February 26 and March 29, except, of course, where the manufacturer has made separate understandings with his dealers, as in the case of several manufacturers.

As an illustration, it was pointed out here today, under a strict interpretation of the internal revenue regulations, if a dealer has 100 cars on hand as of February 27, and sells ninety before March 29, he must collect from the purchaser the 5 per cent. tax, and claim a 2 per cent. refund on the remaining ten cars unsold on and after March 29.

However, there is nothing to prevent the dealer from selling his cars this month with a 3 per cent. tax paid by the purchasers, if the manufacturer cares to donate the 2 per cent. difference back to the dealer.

Note—Only such parts of the new tax blanks as affect auto dealers and manufacturers are reproduced on this page.

TREASURY DEPARTMENT
INTERNAL REVENUE BUREAU
Form 600—Feb., 1926

(No. 1)

WAIVER TO MANUFACTURER

....., of .....
(Name of manufacturer) (City and State)

a manufacturer of ....., which has made
(Article)

or will make return of tax thereon at the rate of 5% under the provisions of section 600 (2), Revenue Act of 1924, hereby in accordance with the provisions of the Revenue Act of 1926, waives any and all claims for the amount of tax which might be refunded or credited to (it) (me), for the purpose of reimbursing the dealer, under the provisions of the Revenue Act of 1926 relating to the "Refund of Automobile Tax."

Authority is likewise granted under this waiver to extend its provisions to the dealer holding for sale on the effective date of the repeal of subdivision (2), section 600, Revenue Act of 1924, any articles subject to the tax imposed thereunder.

.....
(Manufacturer)

.....
(Signature and title of officer)

(No. 2)

WAIVER TO DEALER

....., of .....
(Dealer) (City and State)

a manufacturer of ....., which has made
(Article)

or will make return of tax thereon at the rate of 5% under the provisions of section 600 (2), Revenue Act of 1924, hereby waives to ....., in accordance
(Dealer)

with the provisions of the Revenue Act of 1926 relating to the "Refund of Automobile Tax," any and all claims for the amount of such tax which might be refunded or credited to (it) (me), for the purpose of reimbursing the dealer.

.....
(Manufacturer)

.....
(Signature and title of officer)

TREASURY DEPARTMENT
INTERNAL REVENUE BUREAU
Form 607—Feb., 1926

INVENTORY SCHEDULE

NOTE.—Before preparing this form, instructions on the reverse side should be carefully read.

NAME .....

ADDRESS .....
(Street and number)

.....
(City or town) (State)

STATE OF .....
COUNTY OF ..... } ss:

This deponent, on oath, says that the inventory herewith is a true and correct record of the automobiles, chassis, and bodies held by the person, firm, or corporation named above, and intended for sale, on the date and at the place stated.

Inventory of articles held by the dealer and intended for sale on 1926,
(Date of Repeal of Subdivision (2) of Sec. 600, Act of 1924)

at ..... Inventory taken ..... 1926.
(Street and number) (City or town) (State) (State)

KIND OF ARTICLE (State whether body, chassis, or complete automobile)	SERIAL NUMBER	NUMBER AND DATE OF INVOICE TO DEALER	THIS COLUMN FOR USE OF MANUFACTURER. Tax Returned by Manufacturer to Government at Rate of 5%
TOTAL AMOUNT OF TAX RETURNED BY MANUFACTURER TO GOVERNMENT AT RATE OF 5% (Total of Column 4).....			$
TOTAL AMOUNT OF TAX CLAIMED AS REFUND OR CREDIT.....			$

Subscribed and sworn to before me this ..... day (Signed) .....

of ....., 1926. .....
(State whether individual, partner, member of firm or, if officer of corporation or duly authorized manager or agent, give title)

[SEAL]

.....
(Name of officer administering oath) (Official title)

MINERVA TO PUT OUT SMALL CAR

Will Have Different Name—Other Paris Auto News

By R. M. PETARD
(A. D. N. Staff Correspondent)

PARIS March 4. — Minerva the leading Belgian make of high-grade high-priced cars, is preparing to manufacture in quantities a smaller, medium priced machine to be sold under a name different from that of its regular models.

The engine on this car will be a 91 cubic inch 4 cylinder job, of the valveless type, using, however, a rotary distributor in the cylinder head instead of the Knight sleeve system on which the firm has specialized for the past years.

Automobile police activities in Paris for last December have totaled 1,536 summonses as regards private cars, 1,313 as regards taxis. Of these summonses 567 were for unlawful parking, 504 for speeding, 452 for absence of lights, 268 for unobservance of policemen's orders, and 240 for travel on the wrong side of the road.

The 1926 French Grand Prix race seems to be in bad shape. The fact that Delage seems decided not to participate causes the big Italian makers, Alea Romeo and Fiat, to feel that lack of dangerous competition will make the fruits of a possible victory too insignificant in proportion to the exuense. They are confirmed in this attitude by the decision of German makers as a body to keep out of any kind of racing this season. A less important Italian make, O. M., new to speed racing, but well trained in road endurance contest work, may be the only Italian contender and one without previous experience in Grand Prix work.

Bugatti, the game French engineer, states that his cars will run the race, even if they should be alone on the starting line. The first, and so far only, make to have actually signed up with the Automobile Club of France and paid the entry fees is Sima-Violet, a cyclecar firm whose entry came as an absolute surprise and whose chances are considered very slight. Sima-Violet have entered three cars. These carry a four-cylinder, double-opposed, horizontal two-cycle engine attached to the front axle and driving the rear wheels through a very long propeller shaft.

Delage announces for next June the appearance of a new model of 15 nominal horsepower, fitted with a six cylinder, overhead valve, 183 cu. in. engine.

St. George Estienne, son of the general in command of all French tanks during the war, is about to start on a 10,000-mile military mission through the Sahara desert and Western Africa with a six wheel 20 horsepower Renault car, weighing 3 tons, capable of a 20 miles per hour average speed and fitted with tanks holding 145 gallons of gasoline.

ACCESSORIES GAINING FAVOR IN FRANCE

Washington, March 4.—Many well known makes of automotive accessories are now being distributed in the French market, the Department of Commerce was advised today. Nearly all garages and supply shops are showing various appliances such as spotlights, windshield wipers, shock absorbers and bumpers.

A short time ago French cars carried practically no accessories beyond a speedometer and a clock.

Minot, N. D., March 4.—The annual Minot automobile show will be held here on March 17, 18, 19 and 20, according to the committee in charge. Many prominent automobile men are expected to attend.

Used Car Sales Good in Northwest Territory

MINNEAPOLIS, March 4.—Northwest automobile dealers are rapidly pulling themselves out of the financial quagmire of over-stocking in used cars, judging from reports received by a number of distributors from their dealers.

Some cases have been reported where new car dealers are in a position to handle more used cars than are made available by new sales at this period. They report that intensive study of the situation in the last three years is now showing marked results in easier marketing of used jobs.

The Pence Auto Company, Buick distributor, reports that the used car situation has shown considerable improvement in the last four weeks over the preceding two or three months throughout the entire district. Locally the used Buick stocks in hands of dealers are well cleared up, and in some instances more used jobs could be marketed.

Officials of various distributing corporations in Minneapolis who talked with two-score or more of their dealers at the Mankato auto show last week reported that the dealers throughout Minnesota are not worried over the used car situation, and are getting results in marketing the used machines to advantage.

L. B. Barnes, district sales manager, Chevrolet Motor Company of Minneapolis, expresses the opinion that to the dealer who buys used cars carefully and reconditions the jobs satisfactorily, the used car presents no real problem.

Chevrolet dealers throughout the district have been pressing their used jobs, and have profited by the national campaign of education in handling the used car situation sponsored by the head organization.

PICK-UP IN PORTLAND

Porland, Ore., March 4.—The sale of used cars picked up considerably during the latter part of the week ending February 25. Together with good weather conditions and splendid offers in used cars, business moved ahead. The increase during that week over the previous week on this account was about 25 per cent., and from all indications business conditions will continue to improve. In comparison with last year during the same week the sale of used cars show a favorable increase.

All of the metropolitan dealers in Portland, including the Portland Motor Car Company, C. H. Preston Motor Company, W. R. Gate Motor Company, Condit & Conser, Inc., and G. B. Pendergrass, Inc., dealers in the Hudson-Essex lines, are offering a forty-two-piece dinner set of dishes with every machine sold in their used car departments. The sale of used cars has shown a pick-up.

A. C. Stevens of the Portland Motor Car Company stated that the sale of used cars showed a slight improvement during the last few days of the week, and he attributes this to the special bargains, and offers as well as the change in weather.

H. P. Taylor of the Royal Service Garage reported an increase of 50 per cent. in the sale of used cars during the week ending February 25 over the previous week. The Royal Service Garage was opened for business a month ago by H. P. Taylor, E. L. Hutchin and E. D. Phillipps and the sale of used cars has been one of their features. Mr. Taylor attributes the large gain during the past week to spring weather.

The same reason is held by H. Call of the Braley-Graham Company, dealers in Dodge Bros. cars, for the improved conditions in that firm. Mr. Call reported a 25 per cent. increase in sales.

The used car sales were good during the past week at the Pacific Willys-Overland Company, declared J. H. Crittenden, sales manager. The reason for this, he said, was that they have begun trading again and also because of the open weather.

R. Taggesell, manager of the Field's Motor Car Company, announced that while sales during the past week on used cars were about the same as the previous week, he expects a large increase during the coming week, because of a big sale that is being put on by the company.

TOLEDO BUSINESS QUIET

Toledo, March 4.—A glance behind the scenes of the used cars stocks in Toledo would indicate that the condition is not as bad as many of the dealers really think it is. Stocks as a whole are no larger than a year ago and the cash value is only about half.

Eugene Dautell of the Towell Cadillac Company, has about the same number of used cars in stock as a year ago—about thirty in all—but the price is 40 to 50 per cent. under the same month a year ago. More persons desire new car trades than the used car market will absorb. All used cars sales must be worked for—and worked hard.

The Banting Machine Company has had a fairly good business in used cars. Its stock of about twenty machines is about the same in number as a year ago, with values down 30 to 40 per cent. Intensive following up of prospects is the way their cars are merchandised. The company gives twelve month, or even more time, on payments to help stimulate buying of used cars.

The Wearley Obee Company, Packard dealers, while they have not a large stock of second-handers on the floor, find the market exceedingly sluggish and values depreciating.

The Arnold-Beck-Culver Company, headed by Lyman Arnold, finds used car sales about the hardest in the history of the firm. Its Lincoln deals naturally bring in larger and more expensive used cars than the general market is interested in. Trading two or three times, taking lighter cars and some cash or paper is resorted to to make sales.

Warren E. Griffith, who recently inaugurated the idea of "no used car in stock more than twenty-four hours," is well pleased with his new business plan. He markets all used cars immediately, and says the plan peps up his whole organization, takes away hundreds of dollars' worth of overhead and service each month, and he believes is the proper cure for the used car trouble.

New Dealers

VELIE

Velie Motors Corporation announces the following new distributors and dealers:—

Yap Tai Kong, 69 Rodger St., Kuala Lumpur, Selangor.

New Distributors

North High Street Garage Company, Akron, O.; Magyar Motor Sales Company, Cleveland; W. A. G. Motors Corporation, New York city; T. H. Dooley, Bayonne, N. J.; Al Ditsch Sales Company, South Bend, Ind.

New Dealers

R. Gillaspie, Ludlow, Ky.; Union Garage, Gilroy, Cal.; A. Lawson, Mill Valley, Cal.; John E. Forgham, Lyons, N. Y.; Oak Lane Velie Company, Philadelphia; R. C. Sisco, Bradenton, Fla.; Leslie W. Fogg, West Enfield, Me.; H. H. Hovey, Milo, Me.; A. C. Heinle, Stockton, Cal.; E. B. Morris & Co., Everett, Wash.; Christensen & Johnson, Clifton, Ill.; West Side Velie, Chicago; John J. Post, Brookfield, Ill.; Washington Blvd. Garage, Chicago; O. Y. Svenby, Rhame, N. D.; Perkins Motor Company, Los Angeles; Spiker Garage, McKeesport, Pa.; Garyer Auto Sales, Elkhart, Ind.

PAIGE-DETROIT

The Paige-Detroit Motor Car Company has appointed new dealers as follows:—

J. R. McCowan, Sydney, N. S.; Charlotte Paige-Jewett Company, Charlotte, N. C.; Walter P. Hunter Motor Sales, Flint, Mich.; A. C. Buck, Arlington, Minn.; Faribault Auto Service, Faribault, Minn.; H. A. Haug, Sacred Heart, Minn.; Reliable Motor Company, Thief River Falls, Minn.; Yonkers Paige-Jewett Company, Yonkers, N. Y.; G. F. Penwarden, Centralia, Ont.; Dean Darlington, Groton, S. D.; M. Brody & Son, Cashton, Wis.; J. B. Shaw Estate, Edgerton, Wis.; J. L. Robinson, Soldiers Grove, Wis.; Ira Freedy, Sturdevant, Wis.

Welch & Whipple Co., Bartow, Fla.; Wagner & Reed, Clearwater, Fla.; R. P. Hagner, Milwaukee; Charles J. Tiegs, Milwaukee; Fred Reitz, Montello, Wis.; Scharf Motor Sales, Portage, Wis.; Union Grove Motor Sales, Union Grove, Wis.; Nash Hardware Company, Wisconsin Rapids, Wis.; William H. Maynard, Canastota, N. Y.; Deaso & Simpson, Tyler, Tex.; William May, Belgium, Wis.; Kommers Motor Company, E. Peoria, Ill.; White Front Garage, Zion, Ill.

Terminal Paige-Jewett Company, Chicago; Michaud's Garage, Presque Isle, Me.; R. W. Boughton Auto Company, North Rose, N. Y.; Coursey's Garage, Alliance, Neb.; Bethyl's Garage, Grand Haven, Mich.; Paige-Jewett Sales, Holland, Mich.; S. E. Eliott, South Haven, Mich; H. S. Wiggins, Ennis, Tex.; Paulos Auto Company, Tooele, Utah; DeLuxe Sales & Service, Susanville, Cal.; Berlin Auto & Machine Works, Berlin, N. J.; Hollidaysburg Auto Company, Hollidaysburg, Pa.; Behr Motor Sales Company, Inc., Charles St., New Orleans, La.; Wabash Paige-Jewett Sales, Wabash, Ind.

Charleston Motor Company, Charleston, Ill.; Copes Service Garage, Limon, Col.; Nelson Auto Company, Pipestone, Minn.; Hill's Garage, Aurora, S. D.; Phillips Motor Sales Company, Madison, S. D.; J. H. Hinz, Oelrichs, S. D.; Woonsocket Garage, Woonsocket, S. D.; C. L. Thurman Motor Company, Sevierville, Tenn.

STAR-DURANT

The following automobile merchants have recently taken over the sale of Star products:—

Arkansas: Primm Brothers, Smackover.

Delaware: Seaford Auto Company, Seaford.

Florida: Johnson Motor Company, Lake Wales; Patten Harbor Motor Company, West Palm Beach.

Illinois: Armour's Garage, Tremont; Kewanee; C. K. Motor Sales, Evanston; Tafel Auto Sales, Inc., Chicago.

Indiana: Hoagland Motor Sales, Pleasant Lake.

Iowa: Brown Motor Company, What Cheer; Mauthe Motor Company, Burlington.

Kansas: Dennis Motor Company, Independence; McMahon Motor Company, Marysville; O. K. Auto Company, Burlingame.

Missouri: Used Car Exchange, Higginsville.

Nebraska: Newman Motor and Tire Company, Aurora.

New Jersey: Asbell Auto Sales, Paterson.

New York: Hawkins & Flint, Brushton; Fred Lang, Faust; Taylor & Jackson, Saranac Lake.

Ohio: Community Sales & Service Co., Tiffin.

Pennsylvania: Biebel Brothers, Kearsarge, Erie; James Motor Company, W. Otterman St., Greensburg; Maxson Brothers & Co., Mt. Morris; Park Street Motor Company, Towanda; Wells Motor Company, Rochester; Williams Motor Company, Sayre.

Tennessee: Clinchfield Motor Company, Kingsport.

Texas: Pavie Brothers, Brownsville.

Wisconsin: Allen & Zander Company, Inc., Merrill; R. G. Graewin, Tomah.

FLINT DEALER SHOW. This year the event was held in one of the large buildings at the Flint Motor Company's plant, to which many of the dealers attribute the success of the exhibition. Dealers of this line in Flint, Mich., co-operated in putting on the show during February 11-14.

CHEVROLET DEALERS AT PHILADELPHIA ELECT

Philadelphia, March 4.—All the officers of the Philadelphia Chevrolet Dealers' Association were re-elected at a meeting of the Chevrolet dealers in the Philadelphia territory.

C. T. Fanx, president of the Diamond State Automotive Company, was re-elected president for the third consecutive year. Albert A. Jacobs was also re-elected for the third time as vice-president. R. A. Erwin was re-elected as treasurer and Benjamin E. Jervis as secretary.

SALES CONFERENCE

Marietta, O., March 4.—(U. T. P. S.).—A sales conference for dealers representing the Durant and Star lines was held here on February 25 with about fifteen in attendance. The meeting was at Becker Brothers' sales room, Marietta dealers. N. B. Reiserger, sales manager for the Cincinnati zone, was in charge of the conference.

FLINT STOCK CAR RUNS 513 MILES IN 14 HOURS

Oklahoma City, Okla., March 4.—Driving 513 miles in fourteen hours without shifting gears is the performance credited to a stock Flint-60 touring model last week by G. H. Broyles, salesman for the Oklahoma Flint Company, who drove the car. The record drive was made by H. C. Reeser, president of the Oklahoma Flint Company; Broyles and O. B. and Hill Blankenship, who went to the Kansas City automobile show.

"We stopped the car only once, at Tulsa, when we picked up one member of the party. With the exception of this stop, which was unavoidable, we did not drop out of high gear during the entire run," Broyles said.

Used Car Assn. at Denver Is Success

Denver, March 4.—Getting together on the used car problem is the object of the monthly meetings held here by members of the Used Car Managers' Association of Denver, which was recently formed.

Lively discussion of the used car situation in this city always follows a good dinner which is attended by the twenty-eight members of the organization. The meeting held last week was the fourth, and a full membership answered to the roll call.

An exchange of ideas, experiences and suggestions characterizes the meetings, and already many phases of the used car problem have been successfully disposed of through the establishing of profitable co-operative methods. The forming of the association was tried as an experiment, but so much has been accomplished in the few meetings held that a regular schedule for the entire year has been agreed upon. Clifford Penny is chairman, with Wallie Wilson, vice-chairman.

PETERSBURG, VA., SHOW ON; RICHMOND OPENS SAT.

Richmond, Va., March 4.—The first of Virginia's annual automobile shows got under way on Monday night, when the Petersburg dealers opened their show for the inspection of the public. The show will run until Saturday, at which time the Richmond event will open.

The Capitol City show will run throughout next week. This event will be held in the new home of the Richmond Automobile Exchange, and there will be space for more than one hundred cars.

The present site is several blocks removed and further away than the old Coliseum Building, but officials believe that more visitors will be attracted than in the old place.

for Economical Transportation

CHEVROLET

50,000 more cars than in the corresponding period of 1925—Chevrolet's greatest year. That's what Chevrolet produced during January and February in an effort to meet the sensational demand for the Improved Chevrolet.

Touring	$510	Sedan	$735
Roadster	$510	Landau	$765
Coupe	$645	½ Ton Truck (Chassis Only)	$395
Coach	$645	1 Ton Truck (Chassis Only)	$550

ALL PRICES F. O. B. FLINT, MICHIGAN

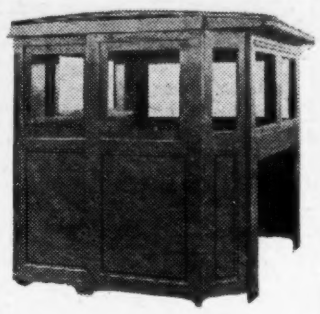
CHEVROLET MOTOR COMPANY, DETROIT, MICH.

Division of General Motors Corporation

QUALITY AT LOW COST

RHODES BROS. BUYS OUT LUBBOCK BODY WORKS

Lubbock, Tex., March 4 (U. T. P. S.) The Lubbock Body & Fender Works, manufacturer of bodies and fenders, has been purchased by the Rhodes Brothers of Amarillo. The name of the company has been changed to the Rhodes Brothers Auto Works. The company operates a body and fender plant in Amarillo also.



Something New in Heavy Duty Closed Truck Cabs

DEALERS,
DISTRIBUTORS,
MANUFACTURERS.

Write for details, prices, etc.,

The Benjamin Van Why Body Works, Inc.

Bethlehem, Pa.

New Automotive Equipment

This department is devoted to the newest developments in automobile accessories, replacement parts and shop equipment. Its columns are open to manufacturers, who are invited to submit descriptions and illustrations of their latest products.

ALIGNING REAMER

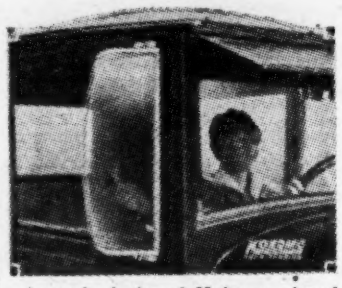
The Watervliet Tool Company, Inc., is putting out a spiral expansion aligning reamer, a tool specially designed for piston pin work. It is now in use in many repair and cylinder grinding shops as well as in automobile factories. Being made with spiral flutes, it cuts with a shearing motion which leaves a mirror like finish with a full bearing surface, it is claimed.

PILOT REAMER

The Watervliet Tool Company, Inc., is also marketing a solid spiral king bolt pilot reamer. The reamers are made sufficiently long so that they engage both upper and lower bushings in the steering knuckle in one operation. The reamer is started through the upper bushing when the pilot engages the lower bushing before it starts cutting the upper one.

Then the reamer is continued downward through the second or lower bushing, and while that is being reamed the rear pilot on the reamer guides through the reamed upper bushing. The reamer is then taken out from the lower end. This places both upper and lower reamed holes in perfect alignment in the knuckle.

CLOSED CAR WING



A newly designed Kokomo closed Car Wing is announced by the Kokomo Automotive Manufacturing Company, Kokomo, Ind. Company officials claim that on a car equipped with the wings the front windows may be left open in all kinds of weather. By deflecting air currents from the sides of the car, they create a suction that draws out gas fumes, smoke and foul air and at the same time prevents drafts, it is claimed.

The glass is held firmly by substantial brackets, which eliminate vibration. All metal fittings are heavily nickeled brass.

The glass is seven inches wide and is made in lengths, 16, 17, 18, 19, 20, 21 and 22 inches.

CHICAGO A. M. A. TO HEAR SALES TALK

Chicago, March 4.—Members of the Automotive Manufacturers' Association are to hear Sid Stern discuss the problems of merchandising and Robert B. Dunlap, sales manager of the C. A. Shaler Company of Waupen, Wis., will give the definition of a "gyp" at a meeting to be held here tomorrow.

THREE STORES IN MERGER

Pittsburgh, Pa., March 4 (U. T. P. S.).—Three automobile supply concerns here will open as one tomorrow, the Sully Auto Supply Company, having acquired the stores of the Auto Supply Company and the Union Auto Supply Company. After a sale celebrating the merger, the two concerns will be closed and the new business will continue under the Sully name.

NEW TYPE OF BRITISH AERO-ENGINE DEVELOPED

Liverpool, England, March 4.—A new type of British aero engine, developing 800 hp. and which runs on a crude oil fuel costing only a fifth of the price of aviation gasoline, is being installed in the biggest biplane of its type in the world.

This engine is an adaptation of the Diesel principle and dispenses with carburetor, spark plugs and magneto.

TRINDL HEADS A. R. CORP.

CHICAGO, March 4.—J. H. Trindl, president of the Trindl Company, 2917 South Wabash Ave., was recently elected president of the Chicago Automobile Refinishing Corporation.

BACK FROM CUBA

Evansville, Ind., March 4.—Henry F. Koch, president of the H. F. Koch Station Company, petroleum products distributor, has returned from a trip to Cuba.

WISCONSIN AXLES

IF your present axle equipment is not satisfactory or is too expensive to maintain, replace with a Wisconsin Axle. We supply axles to operators of truck and bus fleets.

Bevel Gear, Double Reduction and Worm Drive

Full-Floating ***Semi-Floating***

WISCONSIN PARTS CO. **Oshkosh, Wis.**

LATEST MONTHLY NEW COMMERCIAL CAR REGISTRATIONS

The figures shown in this table are for January, except where otherwise noted, and are compiled by R. L. Polk & Co. of Detroit.

States	Acme	Autocar	Brockway	Chevrolet	Commerce	Diamond-T	Dodge	Dodge-Graham	Federal	Ford	Garford	G. M. C.	International	Mack	Mason	Overland	Pierce-Arrow	Reo	Republic	Ruggles	Selden	Service	Star	Sterling	Stewart	U. S.	White	Miscellaneous	Totals	States
Alabama				16			9	7		233		2	5	3				1	2								4	2	284	Alabama
†Arizona				3			7	4		25	3							1										3	46	Arizona
†Arkansas				2			2	1		66			1														1		73	Arkansas
†California	1	20		137		1	170	108	35	395	3	23	14	56		2	12	57	1	2			16	3			87	81	1224	California
†Colorado				10						34								2											46	Colorado
†C'n'ecticut	1	3	9	61			90	21	20	261	2	6	17	28		4		55		1				1	1		23	26	630	Connecticut
Delaware		1		7			2	4		96		1				1		10									1	7	130	Delaware
†Florida	1	9		35			29	70	17	555			41	14		3		30	1	22							24	15	866	Florida
†Georgia				16			13	4	4	204		2	6	2		2		5									5	3	266	Georgia
Idaho				16			15	4		46	1	1	2	1		1		3					2				5	3	100	Idaho
‡Illinois		21		183		108	185	57	47	770	4	45	177	45		3	3	53	6			3	1	14	5		34	216	1981	Illinois
Indiana		1		75	1	7	50	28	12	590	2	1	47	4		6		32	1			6	3		8		6	30	910	Indiana
Iowa				65			15	19	5	305		2	37	5		1		22	1								2	15	494	Iowa
Kansas				21			19	8		232			9			1		2										5	297	Kansas
Kentucky		5		33			22	15	2	201	1	4	23	6		3		15				11				1	7	29	378	Kentucky
Louisiana				22			32	6	8	315		1	9	4				2									9	6	414	Louisiana
Maine				9			9	2		54		1		1				1										1	78	Maine
Maryland	1	10	2	39	1		26	10	7	215	1	6	14	9		2	1	21	1	2	1	3					19	11	402	Maryland
†Mas'setts		19	7	32			83	40	17	380	2	8	18	32	5	2	4	85			2		1	3	2		31	39	812	Massachusetts
†Michigan	2	5		112	4	1	98	58	58	1148		20	51	19		11	2	106	5	12			5				6	140	1863	Michigan
*Min'esota	1			95		3	17	27	6	225	7	3	20	5		7		22					2				7	10	457	Minnesota
Missouri		1		36		7	25	11	12	371		7	31	7		4	1	12	4				1				14	20	564	Missouri
†Montana										3																			3	Montana
†Nebraska				29			21	11	5	314		3	14			1		3					2				2	14	419	Nebraska
†N. Hamp.							5			18			1				1	6					1					1	33	N. Hampshire
†N. Jersey																														New Jersey
†N. Mexico								2		6																			8	New Mexico
New York		14	37	180		5	211	89	14	829		20	21	55	1	15	12	92	1		11		4	4	18		45	44	1722	New York
†N. Car'lina				3			4	10		62		3	1					1	2	2							1	5	94	No. Carolina
†N. Dakota								2	1	36								1											46	North Dakota
†Ohio	1			18		2	15	8	1	123	1		11	2		3	1	12					1				13	19	231	Ohio
Oklahoma				11			10	6	2	59		1	3	2				8									4		106	Oklahoma
†Oregon				19				6	1	35		3		2		3		3									7	3	82	Oregon
Pennsyl'nia	20	54	29	220	4	9	263	140	23	834	15	15	75	84	14	29	6	139	12	2	1	1	8	27	18		87	147	2276	Pennsylvania
†Rh. Island		3		1			14	4	2	49		2		1			1	9					1	1			5	2	95	Rhode Island
†S. Car'lina				6			5	2		110			3	1				2							2			1	132	So. Carolina
†S. Dakota				9			2	3		46			2															2	64	South Dakota
†Texas		2		128			28	33	2	772		6	22	1		1	2	20					1				12	10	1040	Texas
†Utah				7			3	3		24			2					4										3	46	Utah
Vermont			1	2			7	19	2	40			3				1	13									4	5	97	Vermont
Virginia				33			14	9	2	178	1		9	4		1	1	5	3	1		1			1		7	10	280	Virginia
Wash'gton				36			12	18	1	267	3	7	6	18		1	1	8	2								21	21	422	Washington
†W. V'ginia		1		5			8	2		18	1		2				1	2		1									41	West Virginia
Wisconsin				63	1	6	39	28	4	501	7	1	12	7		1	1	20	1	1				2	7		6	25	733	Wisconsin
Wyoming				10			15	6		21		1											1				3	4	61	Wyoming
D. of Col.	1						7		1	69																	1		79	Dis. of Col'bia
Totals...	29	169	85	1805	11	149	1601	905	311	11135	54	196	709	418	20	108	51	885	43	46	15	25	50	55	62	1	423	978	20,419	Totals.

*Registration for the month of November. †December figures. ‡February figures.

Truck Sales Lively in Several Large Centers

BOSTON, March 4 (U. T. P. S.).—The truck situation here is extremely bright. Large trucks and small, new and used, are all selling well. The prospects for spring are the brightest ever.

The storms that tied up passenger cars during last month only served to point out the importance of trucks and the need of emergency trucks was demonstrated to fleet owners.

Most of the newspaper delivery forces bought new trucks for their fleets last month. Graham and Reo got a good share of this business. Just now a dozen large concerns are contemplating increasing their fleets.

A large milk concern is going to abolish many of its horse-drawn delivery wagons and substitute light trucks. Several salesmen are after this order which will be closed by some one within the next two weeks. While the weather has been bad the very wretchedness of the streets has called into use more trucks.

A whole fleet of GMC Big Brutes has just been sold to the Pepperell Manufacturing Company of Lewiston, Me. This was one of the biggest orders of last month.

The Reo speedwagon continues to prove to be a car of diversified utility and is being sold for all manner of uses. Another popular car right now is the new Chevrolet utility express chassis which is put out through W. C. Sills, Inc., Chevrolet distributor in New England. Mack and Garfield trucks are selling well and the show is expected to stimulate the sale of all lines.

Chicago Dealers Enjoy Week of Good Business

Chicago, March 4.—Chicago truck truck dealers, after a week that for most houses far exceeded last year's business, are looking with real anticipation toward the spring trade, which eight dealers were unanimous in characterizing as "extremely favorable in appearance."

Sam Winters, sales manager for the Clydesdale Truck Company's local dealer, said that business during the past week has been excellent and far in excess of last year. The general prosperity of the country at the present time, as well as the recent improvement business conditions have shown over the winter slump, was believed by him to be partly responsible.

E. R. Frech of the local GMC Truck dealership also said that business during the past weeks has been in excess of normal. The first part of the month was bad for him, as it was for most here, sales being extremely slow, but after the 15th business showed a surprising spurt.

J. S. Conroy, general manager of the Autocar Sales Company here, also has found business good and well ahead of last year's record-breaking mark. "Part of the increase we take pride in laying to the increased efficiency of our sales organization," he said, "but there is no doubt that conditions are universally improved, all of the truck firms in the row being unusually busy."

Sell 19 Trucks During Week in Evansville

Evansville, Ind., March 4.—Motor truck dealers here qualify the month of February as slow in sales. Little change in conditions is expected before the middle of March, according to forecasts of six leading dealers. March and April are usually the best months.

Dodge, Graham, Federal, Ford, International and Overland dealers reported a total of nineteen trucks sold for the week ended February 20.

Ford ton models are said to be moving fairly well for this season. Federal business is reported as improving since January 1. International considered sales volume as good for February. The month, to date, is below the January volume of business.

TRUCK INDUSTRY GROWS IN BELGIUM

Many Factors Favor Transportation By Motor

Special to the Automotive Daily News

Brussels, March 4.—In a small, densely populated manufacturing country such as Belgium, the truck and public service vehicle are bound to hold a most important position. Their proportion in the total registration of automotive machines is greater than is the case with agricultural or wealthier countries.

Special conditions, resulting partly from the havoc wrought by the war, partly by the fact that trolley, narrow gauge train and even regular railroad service have not yet been restored to a satisfactory condition of punctual operation, have also been greatly in favor of road transportation and have given it a strong impetus. Even if competing against efficient railroads the truck would have a good chance in Belgium on account of the relatively short distances traveled by goods, thus making the cost of successive loadings and unloadings rather more important than that of actual transportation.

Though having to compete with Liberty, Graham, Federal, and the Ford and Chevrolet light vans, as regards America; with Saurer, Renault, Berliet, Delahaye, Unic, as regards France; and with Fiat as regards Italy, the Belgian truck industry is holding its own against foreign invasion probably better than the touring car industry.

One outstanding feature of trucks, as used in Belgium, is the practically universal use of pneumatic tires. Switzerland, where solids are on the verge of legal prohibition, is alone ahead of Belgium in this respect. Very large single tires are not favored and rear whels always are on dual equipment.

The financially strongest Belgian truck firm is Auto-Traction, a subsidiary of the universally known Minerva touring car plant. Auto-Traction commercial vehicles are always fitted with Minerva sleeve valve, Knight type engines, of either of two four-cylinder models: a 3.54"x5.51" bore and stroke and a 4.33"x5.51". Multiple disc clutches, four speed gear-boxes, four wheel brakes, of substantially the same design as used in Minerva cars, and many parts of which are interchangeable with those of the larger touring models, are embodied in the commercial vehicles. Semi-elliptic springs are used exclusively, as are pneumatic tires.

The Miesse trucks are made in six different sizes, with capacities ranging from 1 to 3.5 tons and with platform lengths from 137 to 200 inches. All are fitted with high speed, high efficiency, overhead camshaft engines. The star of the line is a new special bus chassis propelled by a 3"x5.11" straight-eight engine, which, carrying a 40-seat body, travels at better than 50 miles per hour speed. This chassis embodies all the refinements of the most up-to-date touring cars including power actuated brakes on the four wheels. Miesse also makes as a standard model, a colonial truck, for African service, using producer gas as fuel.

Brossel Brothers manufacture in Belgium a replica of the well known Swiss Arbenz truck, featuring a 3.54x6" four-cylinder side valve engine, disc clutch, 4-speed gearbox, fabric universals, worm gear axle, four wheel brakes.

Pipe, the veteran touring car maker, has delivered to Belgian Congo, a fair sized order for special 2½-ton trucks fitted with the Star gas producer using either wood or charcoal as fuel.

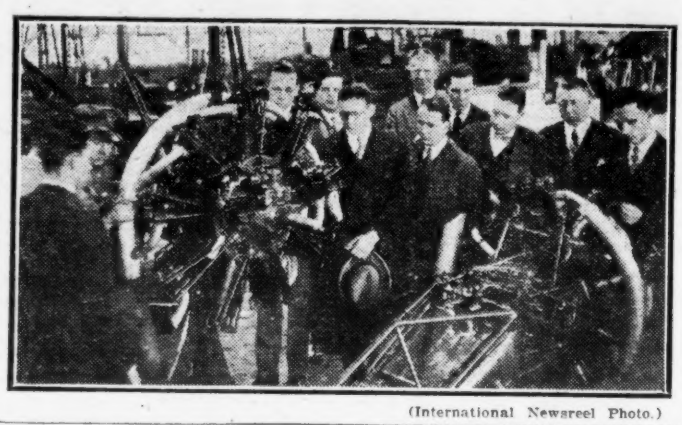
Bovy makes a complete range of trucks, from 1 to 6 tons, using four different sizes of four cylinder side valve engines, all on pneumatic tires, the larger models being optionally fitted with gas producer plants.

Sclessin makes colonial rail cars propelled by a Fordson power plant.

SAFETY CHEVRONS USED

Chicago, March 4.—"Safety Service" chevrons are being issued to truck owners by the Diamond T Motor Car Company. The chevrons may be pasted on the windshield or anywhere else on a truck. They are diamond shaped and bear the wording: "This truck has had no accident" with a strip to be added telling the period such as "six months," "one year," or "two years."

STUDENTS STUDY AIR MOTOR. A practical lesson in aviation engineering being given at the plant of the Wright Aeronautical Corporation at Paterson, N. J., to students of the recently established Daniel Guggenheim School of Aeronautics, N. Y. U. The motor is the Wright "Whirlwind" air-cooled engine.



(International Newsreel Photo.)

Tire Dealers Now Looking to Spring Season's Business

Chicago, March 4.—While all indications here point toward a gradual increase of business with the coming of spring weather the tire situation locally during the past week was characterized by dealers as slow.

J. Moss, manager of the local Kelly-Springfield Tire Sales Company, said: "We are doing more business, however, than at this time last year, and attribute it in part to our intensive advertising campaign."

The Dunlop tire dealership experienced fair sales the past week and preparations are being made for a heavy spring season, according to L. S. Desmond, sales manager.

Speaking for the Firestone Tire Company here, S. R. Brink, assistant manager, said: "It is difficult for us to tell offhand how the situation is, because of our tire payment plan for dealers. From all indications, however, sales are about the same as last year. Dealers are beginning to start buying because of the price cut in January. It looks as if this would be a banner month."

BOSTON SALES BETTER

Boston, March 4 (U. T. P. S.).—The tire situation here improved greatly during the latter part of February and distributors and dealers are looking for March to bring tire sales back to somewhere near normal.

The roads here are bad and many cars have been put up because of their condition, but this is more than offset by the damage the icy streets causes to tires, from the tire dealers' standpoint.

Distributors report that their dealers throughout New England are commencing to show more confidence and orders were larger and more frequent the past two weeks than at any period since the rubber rises.

Leo V. Coyle of the Lambert Tire Company states that last week was his firm's best week since mid-November and that he looks for March to be the best month of the past six.

Heavy advertising by many tire manufacturers has kept up distributors' and dealers' sales, notably Goodrich, Firestone and United States. The icy streets have resulted in a rush of business for firms that supply taxi, bus and truck companies for the chains and ice have destroyed tires at a rapid rate.

There is much interest in the contract to be awarded for supplying tires to the Bostoh Elevated Railway Company, which corporation is now operating an immense fleet of buses and is planning to increase its bus lines. Practically every firm handling truck tires has made a bid for the company's business.

GENERAL TIRE ORGANIZES NEW EXPORT COMPANY

Akron, O., March 4.—The General Tire and Rubber Export Company was formed here Friday with a capitalization of $25,000, to handle foreign trade. It is a subsidiary of the General Tire and Rubber Company.

The incorporators are Francis Seiberling, J. B. Huber, Regina Brannan, Robert Guinther and Edna Kepler, all of whom are only formally connected with it. The new corporation will do business in the Akron offices of General.

INCREASED FARE GRANTED

Indianapolis, Ind., March 4.—The state Public Service Commission has granted increased fare schedules for the bus line operated by the Chicago, South Bend & Northern Indiana Railway Company in the northern part of the state. The new fares are based on a rate of 3 cents a mile.

NEW PARLOR BUS OFFERS COMFORT

Seattle, March 4 (U. T. P. S.).—Solving the problem of personal baggage and marking advantages in comfort, safety and convenience that seem destined to mark another advance in motor bus transportation, the Pacific Northwest Traction Company has put into service a specially designed parlor observation bus between Seattle and Bellingham and the Seattle-Vancouver, B. C., run.

The new coach, which is of the semi-double-decked type, the first of its kind ever put in service, is from designs by Master Mechanic E. M. Swift and Manager George Newell of the Pacific Northwest Traction Company at Everett, Wash. Patents have been applied for on the new design.

The truck is constructed on a Fageol chassis and is powered with a six-cylinder Fageol engine of 90 horse power. While the weight without passengers is 13,900 pounds and the outside dimensions about the same as those of other coaches, the carrying capacity, owing to radical changes in design, is greater.

"UNIVERSAL"
Adjustable License Plate Frames
ARE SWEEPING THE COUNTRY
Fits Any Size State License Plate
A handsome and practical accessory.
Highly Polished Aluminum—Rust Proof

Patent Applied For
ASK YOUR JOBBER.
LIST PRICE $2.00 PAIR
UNIVERSAL AUTOMOTIVE SALES CO.
431 So. Dearborn St. Chicago, Ill.

Efficiency Itself

KELLOGG 1222

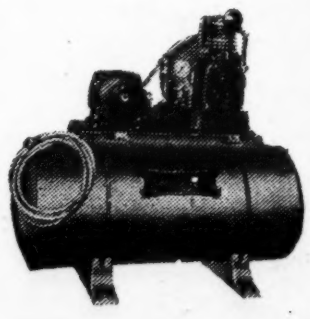
The new Kellogg EM 1222 is the most popular and efficient two-stage compressor in existence.

In every detail of construction, from the copper intercooler to the patented constant level lubrication, this compressor is built in accordance with the latest and most approved engineering practice.

Truck service stations and garages, as well as other shops desiring high pressure air, will find the Kellogg EM 1222 particularly desirable.

Write for special bulletin illustrating the Kellogg EM 1222 in detail.

Kellogg EM 1222.
¾ horse power motor.
32 gallon tank.
4 cubic feet.
Vanadium steel disc valves.
Patented constant level lubrication.
Large ball bearings.
Patented copper intercooler.



Kellogg Manufacturing Company
Rochester, N. Y.

Automotive Daily News

"Of, By and For the Entire Automotive Industry"

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The Industry of Opportunity

IN the very interesting and significant address with which he opened the Salesmanship School of the West Side Y. M. C. A., in New York, Alfred Reeves, general manager of the National Automobile Chamber of Commerce, called attention to the great opportunities for the young man which are still to be found in the automotive industry. "Its greatest years of growth are still before it with possibilities of broadening markets here and throughout the world," said Mr. Reeves.

Indeed, Mr. Reeves with innate modesty stated the case conservatively. There is no other industry in the world that offers the ambitious boy opportunity in the same measure that the automotive business does. The subject of the meeting being salesmanship, Mr. Reeves cited the cases of men who started as salesmen and are now heads of great units in the industry. He mentioned Roy Chapin of Hudson, Edward S. Jordan of Jordan, John N. Willys of Willys-Overland, and George M. Graham of Chandler. He might have mentioned also C. Harold Wills, Henry Ford, and Capt. Edward Rickenbacker, who came up from the engineering side. He could have pointed to H. H. Franklin, A. R. Erskine of Studebaker, Walter Chrysler and Charles W. Hastings of Hupmobile, who came into the industry through the business side. He could have mentioned Alvan Macauley of Packard, who arrived by way of the legal division, and Charles W. Nash, whose early training was in production work.

In good truth there is no bar to the ambitious boy who gets into the industry through any avenue and will apply brains plus energy.

When we come to analyze the place of the automotive industry in human, and particularly American, life, the marvel is not the great growth that has taken place, but the infinitely greater development that is yet to come. The automotive industry deals not in cars and trucks and buses, but in transportation, the fundamental industry upon which rests the whole commercial and social structure of our modern life. Now transportation is only about 100 years old. The first crude railway locomotive was put in operation in 1825. Through all the countless centuries of human existence which preceded that event, all transport was by animal power, which today scarcely merits the term "transportation." Mechanical transport changed the whole complexion of the world. The railway accomplished more for progress than had been accomplished during the entire previous history of mankind.

When the motor vehicle arrived, we did not even recognize its significance. We agreed to hurl at it "the rich man's toy" and other belittling epithets. Purely because it represented an advance in the fundamental of commerce—transportation, the motor vehicle developed, until scoffers ceased jeering and the automotive became the greatest industry in this country. If you think that America is going to maintain a monopoly in automotive development, you are as purblind as the scoffers of 1900 who called the motor car a "rich man's toy."

We can no more keep the efficiency of motor transportation to ourselves than England could keep the steam locomotive or Germany her aniline dyes or France the secret of radium. All the world is going to demand the blessings of motorization. Indeed, the world is doing so now. In 1925 we exported 500,000 motor vehicles. This year the total will approach the million mark. John N. Willys has predicted that eventually we shall be called upon to export 2,000,000 motor cars per annum. We believe that Mr. Willys was conservative and that eventual demands from overseas will equal, perhaps surpass, the domestic consumption, because the world is going to insist on being motorized, and to whom can it turn but to America?

Show Events

SWISS INTERNATIONAL SHOW PLANNED IN JUNE

Basel, Switzerland, March 4 (U. T. P. S.).—The third International Automobile Exhibition for Switzerland takes place in Geneva this year from the 10th to the 20th of June, three months later than usual, as the new exhibition palace, on the Boulevard Carivogt, will first be ready at that time. Formerly the exhibition was held in the Electrical Building and in auxiliary buildings. The new palace owes its existence to the automobile industry, but will serve the other organizations, and will make Geneva the center of the Confederation for the Purposes of International Exhibitions.

In the 1924 exhibition, 10 per cent. of the exhibited cars were of American origin, whereas in 1925 they constituted 20 per cent., and we may be sure that in 1926 this percentage will be even higher, as several American firms have opened prominent representation in Switzerland in the last few years.

HIGH SALES REPORTED AT PEORIA AUTO SHOW

Peoria, Ill., March 4.—Financially, and in all ways, the fifteenth annual auto show of the Peoria Automobile Dealers' Association was the greatest success of any, it was agreed at a recent meeting, held following the show. There were thirty-three exhibitors of cars in the show and the total sales during the five days' display were reported as more than sixty. During the week following the show, sales which resulted directly from it totaled more than thirty.

DEALERS ELATED OVER MALDEN SHOW RESULTS

Malden, Mass., March 4 (U. T. P. S.).—A three-day automobile show under the auspices of the Malden Kiwanis Club in the state armory last week proved a boon to automobile dealers in the city and resulted in more than 100 sales, not to speak of the scores of splendid prospects lined up by the dealers that showed cars.

Fifteen makes of cars were represented in the show and hundreds of accessories were shown. There was a special department for the gasoline, oil and grease firms and also a tire display that represented most of the leading manufacturers of tires, with an elaborate display of Converse, which tires are manufactured in this city.

SHOW POSTPONED

Hackensack, N. J., March 4.—The date for the 1926 Automobile Show of the Hackensack dealers has been changed from the week of March 1 to the week of March 8. The decision to set the show back a week was made by the show committee, of which S. S. Van Dusen is chairman, when it became known that other important events would likely interfere with attendance at the show.

SET SHOW DATES

Jacksonville, Ill., March 4.—The Jacksonville Automotive Dealers Association have selected March 16, 17, 18 and 19 as the date for the annual spring show. The Auto Inn, one of the largest public garage buildings of Central Illinois, has been selected as the place for the annual display of cars and accessories.

SPACE ALLOTTED

Springfield, Mass., March 4.—Space for the eleventh annual auto show at Springfield, Mass., March 6, has been allotted to twenty-four exhibitors, showing twenty-seven cars, besides seventeen companies dealing in auto accessories and insurance.

WICHITA PLANS SHOW

Wichita, Kan., March 4.—An automobile show will be held in the Wichita Forum March 22-27, under the auspices of the Wichita Motor Trades Association and the Wichita Daily Eagle.

Coming Automotive Events

FEBRUARY

15-Mar. 15—**Copenhagen, Denmark.** Twenty-sixth Annual Automobile and Motorcycle Show.
27-Mar. 6—**Red Bank, N. J.** Monmouth County Automobile Show.
27-Mar. 6—**Johnstown, Pa.** Automobile Show.
27-Mar. 6—**Allentown, Pa.** Automobile Show.

MARCH

1-6—**Springfield, Mass.** Eleventh Annual Automobile Show. H. W. Stacy, manager.
1-6—**Evansville, Ind.** Fourteenth Annual Show.
1-6—**Wilmington, Del.** Eleventh Annual Show.
1-6—**Hackensack, N. J.** Automobile Show.
3-6—**Sioux City, Ia.** Annual Automobile Show.
4-6—**Bismarck, N. Dak.** Automobile Show.
5—**Springfield, Mo.** Automotive Equipment Association merchandising meeting.
9-12—**Ft. Dodge, Ia.** Annual Automobile Show.
6-13—**Boston, Mass.** Automobile Show. C. I. Campbell, manager.
6-14—**Fort Worth, Tex.** Automobile Show.
7-13—**Bethlehem, Pa.** Automobile Show. J. L. Elliott, manager.
10-13—**Saginaw, Mich.** Annual Automobile Show.
10-13—**El Paso, Texas.** Automobile Show.
11-13—**Edmonton, Alberta.** Automobile Show.
12-13—**Mandan, N. Dak.** Automobile Show.
12-18—**Oklahoma City, Okla.** Automotive Equipment Association merchandising meeting.
15—**Cushing, Okla.** Automotive Equipment Association, meeting of the merchandising department.
16—**Holdenville, Okla.** Automotive Equipment Association, meeting of the merchandising department.
17—**Enid, Okla.** Automotive Equipment Association, meeting of the merchandising department.
17-18—**Winston-Salem, N. C.** North Carolina Automotive Trades Association annual convention.
18—**Winston Salem, N. C.** National Automobile Dealers' Association Sales Congress.
20-Apr. 9—**State of Texas.** Automotive Equipment Association, meeting of the merchandising department.
21—**Los Angeles, Cal.** Automobile race.
22-27—**Longview, Wash.** Automobile Show.
23-25—**Washington, D. C.** National Conference on Street and Highway Safety.
20-27—**Bridgeport, Conn.** Automobile Show.
23-28—**Saratoga Springs, N. Y.** Automobile Show.
25-26—**Chicago, Ill.** Society of Automotive Engineers and American Society of Agricultural Engineers, annual tractor engineering meeting.
29-Apr. 3—**Detroit, Mich.** Second Annual Motor Bus Show.

APRIL

3-14—**Frankfort-on-Main, Germany.** International Motor Car Show.
5- 9—**Greenville, N. C.** Automobile Show.
5-10—**Savannah, Ga.** Savannah Auto Trade Association Show.
10—**New Orleans, La.** Automotive Equipment Association, meeting of the merchandising department.
15—**Fresno, Cal.** American Automobile Association race.
20-23—**Philadelphia, Pa.** Retail Delivery Association, annual convention, Bellevue-Stratford Hotel.

MAY

1—**Atlantic City, N. J.** Races at opening of new speedway.
13-15—**Detroit, Mich.** American Gear Manufacturers' Association, tenth annual convention, Book-Cadillac Hotel.
30-31—**Indianapolis, Ind.** 500-Mile race.

JUNE

1- 4—**French Lick Springs, Ind.** Semi-annual national meeting of the National Society of Automotive Engineers.
14-19—**Montreal, Canada.** Automotive Equipment Association meeting, Mount Royal Hotel.

Color of Auto Plates for 1926

State	Letters Numerals	Plate
Alabama	White	Green.
Arizona	Black	White.
Arkansas	Black	White.
California	White	Blue.
Colorado	White	Green, grass.
Connecticut	Black	Orange, chrome.
Delaware	Yellow, bright	Blue.
District of Columbia	Black	Yellow, chrome.
Florida	Orange	Black.
Georgia	White	Crimson.
Idaho	Black	Orange.
Illinois	White	Blue.
Indiana	White	Green, bright.
Iowa	White	Maroon.
Kansas	White	Blue.
Kentucky	White	Maroon.
Louisiana		
(22 HP. and under)	Maroon	White.
(23 HP. and over)	White	Blue.
Maine	Orange, yellow	Blue, dark.
Maryland	White	Black.
Massachusetts	White	Blue, medium.
Minnesota	White	Black.
Mississippi	White	Green.
Missouri	Black	Yellow, lemon.
Michigan	White	Black.
Montana	Black	White.
Nebraska	White	Green.
Nevada	Canary	Black.
New Hampshire	White	Green.
New Jersey	White	Orange.
New Mexico	Vermilion	Gray.
North Dakota	Red	Gray.
New York	White	Blue, dark.
North Carolina	Black	Orange.
Ohio	White	Brown, chocolate.
Oklahoma	Black	Yellow, lemon.
Oregon	White	Black.
Pennsylvania	Blue	Gold.
Rhode Island	White	Black.
South Carolina	Red	White.
South Dakota	Black	Aluminum.
Tennessee	White	Black.
Texas	Black	Gray, battleship.
Utah	Black	Aluminum.
Vermont	Green	Gold.
Virginia	Orange	Blue.
Washington	White	Green.
West Virginia	Ivory	Blue.
Wisconsin	Black	Cream.
Wyoming	White	Green, emerald.
Foreign Possessions		
Alaska	Black	Green.
Hawaii (Honolulu)	White	Green.
Porto Rico	Black	Bronze.
Philippine Islands	Black	White.

(Colors for 1926-1927-1928)

Financial News of the Automotive Industry

PRICE OF RUBBER TURNS DOWNWARD

Break in New York Follows Weakness in London; Limit Extended

NEW YORK, March 4.—Crude rubber prices have reacted sharply after a brief period of strength. The decline here got under way following a brisk downturn in London, whence came cables showing spot sheets off 2½d to 27d, the equivalent of 5 cents in this market, and resulted in a special meeting of the Board of Governors of the Rubber Exchange to extend the trading limit from 500 to 800 points, or from five to eight cents per pound.

The absence of buyers in all positions is operating to curtail trading, both on the two rubber exchanges and in the open market. The market has suffered from a general wave of selling here and in London, in which the collapse of the stock market undoubtedly had an important part. Factory demand is appearing in slight volume on the dips, but there is no real buying interest.

Dodge Puts 2 New Docks in Service

Detroit, March 4.—With production maintained at 1,500 vehicles a day, Dodge Brothers have just put into service two newly completed loading docks, which increase facilities for loading outbound shipments from a capacity of ninety railroad cars at one time to 150.

Largest dock is 900 feet long and thirty-six feet wide, with two tracks each accommodating 20 railroad cars; the other is 450 by twenty-four feet with two tracks accommodating ten cars each. Latter is double-decked to afford temporary storage space for motor cars, thus facilitating more prompt loading. Approximately 400 railroad cars are kept constantly on hand waiting to be switched in as needed.

See Overland Common Near Dividend Basis

New York, March 4.—Richardson, Hill & Co., outlining the prospects for Willys-Overland common in 1926, make these observations:—

"Overland common has reached a position to participate in cash distribution of profits. The absorption of expense in creating new models and the writing off of old items on the balance sheet leave nothing between earnings and common dividends except payment of $1,000,000 a year on serial notes, preferred dividends of about $1,250,000, preferred sinking fund of $750,000 and taxes, an insignificant amount on earnings which before these charges may run between $15,000,000 and $20,000,000 a year."

39 NEW OIL FIRMS FORMED IN MONTH

Total Capital $37,870,000, as Compared With $45,607,000

New York, March 4.—Thirty-nine new oil companies, with a total capital of $37,870,000, were organized in the United States and incorporated under the laws of the various states during February, compared with nineteen companies having a total capital of $45,607,000, organized in the corresponding month last year, and fifty-six companies with a capital of $58,363,000, formed in January, 1926.

The investment in oil corporations over the respective periods is shown in the following tables:—

1918	$2,134,547,000	1921	$1,255,657,000
1919	3,786,006,000	1922	1,157,972,000
1920	3,786,814,000	1923	962,403,840

1924—		
January	46	$127,728,000
February	48	56,095,000
March	40	61,465,000
April	53	84,124,000
May	42	34,315,000
June	32	20,574,000
July	31	57,135,000
August	26	67,475,000
September	37	142,695,000
October	39	37,575,000
November	27	33,260,000
December	22	56,590,000
Total		$787,031,000
1925—		
January	33	$49,720,000
February	19	45,607,000
March	39	62,175,000
April	36	158,810,000
May	27	123,300,000
June	37	29,847,000
July	23	37,689,000
August	20	72,875,000
September	21	34,575,000
October	43	73,788,000
November	78	437,210,000
December	23	273,445,000
Total		$1,890,726,000
January	56	$58,363,000
February	39	37,870,000
Total		$96,233,000

RANGE OF AUTOMOTIVE STOCKS

NEW YORK STOCK EXCHANGE

Previous, 1926 High	Previous, 1926 Low	Previous, 1926 Div.		Sales	High	Low	Close	Net Change
18⅝	14⅝	....	Advance Rumely	1,100	14½	14	14⅛	— ½
63½	55½	3	Advance Rumely pf	100	54⅞	54⅞	54⅞	— ⅞
16	9¾	....	Ajax Rubber	7,800	11	10½	10½	— ½
94½	82½	6	Allis-Chalmers	900	84½	83	83½	+ 1
110	109	7	Allis-Chalmers pf	100	108½	108½	108½	— 1
34¾	24	....	Am. Bosch Magneto	1,000	20	20	20	— 4
15⅞	13⅛	1	Am.-La France	1,700	13¾	13⅝	13¾	+ ⅛
101	95½	7	Am.-La France pf	100	96⅞	96⅞	96⅞	+ 1⅜
37½	30	3	Briggs Mfg. Co.	5,100	30¼	28	28	— 2
54⅞	40½	....	Chrysler Corp.	98,600	43	39	39¾	— 1½
108	104⅛	8	Chrysler Corp. pf	500	104⅝	105⅝	104⅝	+ ¼
13	10⅞	.80	Continental Motors	15,900	10⅞	10⅛	10½	— ⅜
47¼	30½	....	Dodge Bros. A	69,300	34½	31½	32⅝	+ ⅝
88½	85	7	Dodge Bros. pf	6,100	85	83	83¾	—1¼
32⅝	26⅝	2	Eaton Axle & Spring	3,700	27⅝	27	27⅛	— ½
79¼	72⅝	6	Electric Stor. Battery	2,700	74½	71⅞	72½	— ⅛
4	2	....	Emerson-Brant	200	2¼	2¼	2¼	....
82¼	71	6.50	Electric Auto-Lite	2,200	75	71	72½	+ ½
105¾	90	5	Fisher Body	900	92⅜	89⅛	89⅛	— ⅞
26¼	18¼	....	Fisk Rubber	48,600	17	14¾	15½	— 3
84	82	7	Fisk Rubber 1st pf stpd	600	82½	82	82½	+ ⅝
107	105	7	Fisk Rubber 1st pf cv.	200	100	100	100	— 5
42	37½	3.75	Gabriel Snubber	3,200	38	37	37	— 1⅛
9¾	7	....	Gardner Motor	2,100	8	7½	7½	— ½
151¼	116¼	12	General Motors	58,500	120½	117	118½	— 1
115½	113½	7	General Motors 7s pf.	500	114½	114	114	— ½
25⅝	21	2	Glidden Co.	2,900	21⅝	21	21¼	+ ¼
70¾	60¼	4	Goodrich	6,900	63	61⅝	61¾	+ ¾
109¾	102	7	Goodyear T. & R. pf.	700	102	101	101	— 1
46	42	3.25	Hayes Wheel	2,000	42½	41⅛	41⅛	— ⅞
123¼	103	3	Hudson Motor Car	69,100	113	106¼	107	— 6
28⅝	17	1	Hupp Motor Car	24,000	24½	20	22	+ 5
24¼	18	2	Indian Motocycle	100	22	22	22	....
66	46¾	3	Jordan Motor Car	17,700	53¼	49⅝	50	— 4
21½	16	....	Kelly-Springfield	1,500	16½	15½	15½	— ½
74¾	67	....	Kelly-Springfield 8s pf.	100	65¾	65¾	65¾	— 3¼
126	106	6	Kelsey Wheel	1,400	110	109	109	— 1
2⅛	1½	....	Keystone T. & R.	2,100	1½	1⅜	1⅜	— ⅛
14	11	....	Lee Rubber & Tire	300	11	11	11	— ⅛
159	117⅝	6	Mack Trucks	26,300	123½	118	118	— 4½
111½	109¾	7	Mack Trucks 1st pf	100	110	110	110	— ⅜
21½	18½	....	Martin Parry	600	19½	19	19¼	+ ¾
31⅞	28	2	Marlin Rockwell	600	28½	28	28	— 1½
37⅞	31½	3	Moon Motors	1,500	33	31½	31¾	+ ¼
53¾	40⅝	3.60	Motometer A	6,800	41½	40½	41	....
33⅝	30	2	Motor Wheel Corp.	4,200	30⅛	29	29	— 1
15⅞	10½	....	Murray Body	1,400	13	12⅝	13	— ⅛
66	55	....	Nash Motors	11,900	58	55	55¾	— ¾
22¼	16⅝	....	Omnibus Corp.	8,300	17⅛	17	17⅛	+ ⅛
43⅝	36	2	Packard Motor Car	31,800	36½	33⅛	33⅜	— 2⅝
28½	22	1.80	Paige-Detroit Motor	7,800	22	20	20¼	— 1⅞
43⅛	29	....	Pierce-Arrow	50,000	30⅞	27	28	— 2¾
105⅞	86⅛	....	Pierce-Arrow pf	7,900	88	86⅛	87	+ ¾
16¾	5½	....	Reynolds Spring	3,600	6⅝	6⅛	6⅝	+ ⅛
31⅞	25	....	Spicer Mfg. Co.	12,000	25	21	21	— 4
92⅞	72	8	Stewart-Warner Speed.	4,200	77½	73¼	73⅞	+ 1⅞
77¼	71	6	Stromberg Carburetor	500	70⅜	66	66	— 5⅛
81⅝	55¼	5	Studebaker Co.	23,800	56½	55	55⅛	— 1⅜
56½	49½	4	Timken Roller Bear.	5,300	50½	44⅞	45	— 4½
88¼	67	....	U. S. Rubber	57,400	70¾	67¾	68½	+ 1
109	104¾	8	U. S. Rubber 1st pf	400	105	104¾	104¾	— ½
90	74½	4	White Motors	12,300	77	73¾	73¾	— 2¼
34	25⅛	....	Willys-Overland	43,500	26	24⅝	25	— ⅝
99	91⅛	7	Willys-Overland pf	1,400	96⅜	95	96	+ ⅝
32⅞	27¾	.75	Yellow C. & T. B.	2,100	28⅜	27⅝	27⅝	— ⅛
96½	93¼	7	Yellow C. & T. pf	100	95	95	95	....

NEW YORK CURB

Sales.		High.	Low.	Last.	Net chge.
400	Auburn Auto.	65	54	54	—6
5300	Durant Motor.	10½	9¼	9¼	— ¾
300	Fageol Motor.	6	5½	6	+1¼
30	Fire T&R pf.	99⅝	99¼	99¾	+ ⅜
80	Ford Mot Can	610	605	605	—7
1200	Franklin Mfg	29⅜	25½	26⅞	—2¼
5000	Goodyr T & R	33¾	32⅛	32⅝	—1⅛
50	Mil Rub pf.	101½	101½	101½	— ½
2800	Reo Motor.	22¼	21¾	22	— ¼
1300	Repub M T ctf	7¾	7	7	— ¾
3500	Rickenbac Mot	6¾	5⅞	6⅜	+ ⅜
6600	Stutz Mot Car	26⅛	23⅝	23⅝	—3⅞
700	Tim Det Ax.	9¼	9⅛	9⅛	— ⅛
100	U S Lt & H.	17⅛	17⅛	17⅛	+ ⅝
600	U S Lt&H pf	6½	6½	6½	—
600	U S Rub Rec.	16	15½	15½	—1½
1000	Yel Taxi, N Y	9⅛	9	9	— ½

CHICAGO

Sales		High	Low	Last
9400	Auburn Auto.	63½	50½	52
350	Bendix Corp.	27	26¾	26¾
1650	Hupp	23	19	21
400	Midland St. Pr	45½	44⅞	45

Sales	Stocks	High	Low	Last	Chge.
420	Omnibus	18	17¼	17¾	
600	Reo	22½	21¾	21¾	
8100	Stew Warner.	76	72¾	73½	
900	Yel T C M, B	28¼	27¾	28	
25	Do pf	95	95	95	
800	Yellow Taxi	46¼	46	46¼	

DETROIT

Sales	Stocks	High	Low	Last
375	Fed Truck	38½	38	38
10	Ford Canada	610	610	610
200	Hall Lamp	15½	15½	15½
100	Motor Wheel	30¼	30¼	30¼
5150	Packard	36¼	33⅞	34
1700	Paige	22	20½	20½
3925	Reo	22½	22	22
400	Timken Axle	9	9	9
22	Timk Axle pf.	94¼	94¼	94¼

CLEVELAND

	Open.	High.	Low.	Last.
Goodyear	33	..	..	..
India Tire	156	..	..	..
Peerless	26	26	25	25½
Seiberling	25	25	24	24

(The above table shows Wednesday's stock movement, complete.)

SURPLUS GASOLINE STOCKS INCREASE

1,749,023,000 Gallons On Hand, or 70 Days' Supply

NEW YORK, March 4.—Surplus stocks of gasoline increased more than 100,000,000 gallons in January, according to the United States Bureau of Mines. The increase is due partly to increased production and partly to seasonal curtailment of consumption.

Gasoline used in the United States in January aggregated 720,358,000 gallons, against 755,822,000 in December. Production in January was 948,904,000 gallons, against 934,549,000 in December.

Surplus stocks of gasoline on January 31 were 1,749,023,000 gallons. Based on the January consumption rate, that equals seventy days' supply. It compares with 1,648,328,000 gallons held on December 31, 1925, equal to sixty-three days' supply, and 1,200,287,799 gallons, or seventy-one days' supply, on January 31, 1925.

The production of crude oil in January, according to the bureau, was 59,656,000 barrels, a daily average of 1,924,387. Production was 60,943,000 barrels, a daily average of 1,965,903, in December.

Crude oil run to stills in January totaled 61,257,000 barrels, of which 2,700,00 was imported. This was a drop of 2.5 per cent. compared with total run to stills in December. Despite this decrease, production of gasoline increased to 948,904,000 gallons, a daily average of 30,600,000, or an increase of 1.5 per cent., compared with December.

The gasoline recovery from crude oil runs to stills, according to the bureau, was at the rate of 37 per cent., the highest in history. This was due to increased production by cracking, which was 29 per cent. of the total.

Exports of gasoline in January reached the new high record of 143,969,000 gallons. Domestic consumption fell off.

Stocks of gas and fuel oil were again drawn upon in January because of the coal strike, and the total of these products held in storage amounted to 977,173,000 gallons on January 31.

During January 317 refineries with a daily crude oil capacity of 2,560,000 barrels were operated at 77 per cent. capacity. This compares with 322 refineries operating at 79 per cent. capacity in December.

Manufacturers Seeking to Bolster Up Steel Prices

New York, March 4.—"The automobile industry is stepping up its activities and full production is expected to be reached by plants in the Detroit district in March, with one outstanding exception," says the Iron Trade Review in its weekly summary of the steel market. The Review continues:—

"More earnest efforts to bolster up prices on finished steel, which are generally unsatisfactory to producers, have followed preliminary steps in this direction reported a week ago. Steel Corporation mills have brought out a new schedule on the principal heavy products, plates, shapes and bars, and most leading independents have followed the same course.

"The stiffer attitude of producers comes at a time when fresh business is showing a renewed tendency to expand and the indifference and uncertainties of the past few weeks seem to be fading out with spring in sight, new construction undertakings shaping up more rapidly and the volume is favorable.

"Steel works operations have moved up again after their recent fluctuations. Chicago and Pittsburgh are on a 90 per cent. basis, while the Youngstown district has recovered from 75 to 80 per cent. The Steel Corporation continues scheduled around 90 per cent."

The Iron Age says:—

"Steel mill operations are holding at the recent high percentages and the promise for March is that the larger producers will increase their January-February average. The rate of orders is little changed, with no well defined signs as yet of spring movement.

"It is now apparent that steel companies are making a better adjustment of their output to current consumption than was the case in the first two months of 1925. Thus, the expectation now is that, while the present quarter's production will fall 5 to 10 per cent. below that of the first three months of last year, the forthcoming quarter will see no repetition of the decline of 17 per cent. from the first quarter rate that came in the April-June period last year.

"Neither buyers nor sellers are overlooking the bearing of this situation on the effort the mills are now making, particularly in sheets and plates, to maintain a steadier market."

Current Commodity Prices

New York, March 4.—Crude rubber prices have turned downward again after a spurt of activity. The demand has dwindled and trading is on a limited scale. The steel and petroleum markets are unchanged.

STEEL PRODUCTS

Semi-Finished—Gross Tons	
Billets, rerolling	$35.00a36.00
Billets, forging	41.00a42.00
Steel bars (hot rolled)	2.00a 2.10
Plates (hot rolled)	1.60a 1.70
Blue annealed sheets	2.40a 2.50
Black sheets	3.25a 3.35
Auto body	4.40a 4.50
Bands	2.40a 2.50
Cold rolled strip	3.90a 4.00
Hot rolled strip	2.30a 2.40
Pig Iron, Basic—	
Valleys	20.00a21.00
Eastern Pennsylvania	22.00a23.00

IRON AND STEEL SCRAP

(Buying prices, f. o. b., New York.)	
Heavy melting steel	$12.00a13.00
Machine shop turnings	9.50a10.00
Cast iron borings	9.50a10.50
No. 1 cast scrap	16.00a17.00

MILL PRODUCTS

Base prices, cents per pound, f. o. b., mill.	
High brass sheets	18⅞a —
Copper, in rolls	21⅞a —
Zinc, spot, New York	8.10a 8.15
Lead, spot, New York	9.10a 9.15
Aluminum, virgin 98a99%	27a —

SEAMLESS TUBING	
High brass	23.50
Copper	24.25
RODS	
High brass (round ⅝ to 2½ in.)	16⅞a —
Copper, rods, round	22⅛a —

RUBBER MARKET

Plantations—	Bid	Asked
First latex, crepe, spot	54	55
March	54	55
April-June	53	53½
July-September	52	52½
Ribbed Smoked Sheets, spot.	53	54
March	53	54
April-June	52	52½
July-September	51	51½
Para-Up-River, fine, spot	44	45
Island, fine	40	41
Inner tubes, No. 1	11	13
Inner tubes, No. 2	9	10
Inner tubes, No. 2 red	6½	7
Tire, automobile, white, ton	$60.00	70.00
Mixed auto tires	36.00	40.00

Reclaimed rubber—tire reclaimed, 12c; shoe reclaimed, 11c; tube reclaimed, 20c.

OIL AND GASOLINE

MOTOR GASOLINE	
Garage (steel barrels)	— a17
Up-State New York	— a17
Single tank cars, delivered, New York	12½aNom

OLD METALS

Following are dealers' buying and selling prices for large quantities, f. o. b. cars, New York:—

Heavy machinery com.	9¼a9½	11	a11½
New brass clippings	9 a9¼	10⅜	a10⅝
Auto radiators	6⅞a7⅛	8	a 8⅛
Brass, heavy	7⅛a7⅜	8¼	a 8½
Brass, light	6⅝a7¼	7½	a 7⅞

CRUDE PRICES AT WELLS

EASTERN—			
Penn. grade oil in N. Y. Tran. Co. lines	$3.65	Penn. grade oil in Buckeye P. Line Co. lines	$3.65
Bradf'd District oil in Nat. Tran. Co. lines	3.90	Cabell	2.20
Penn. grade oil in Nat. Tran. Co. lines	3.55	Corning	2.35
Baines grade oil in Nat. Tran. Co. lines	3.20	Ragland	1.15
Penn grade oil in S. W. Pa. Pipe lines	3.84	Somerset	2.30
Penn grade oil in Eureka P. Line Co. lines	3.75	Somerset, light	2.45
		CENTRAL—	
		Lima	2.33
		Indiana	1.95
		Princeton	2.13
		Illinois	2.13
		Wooster	2.25
		Waterloo, Ill.	1.10
		Plymouth	1.65

FEBRUARY FARM PRICES BELOW LAST YEAR'S

Washington, March 4.—The general level of farm prices on February 15 was slightly below that on February 15 a year ago, but was 43 per cent. higher than the 1910-1914 pre-war average, according to the United States Department of Agriculture.

Average Wages in Auto Plants Rise

Albany, N. Y., March 4.—The most important increases in payrolls in New York state in January were in automobile plants and electrical equipment factories, where average earnings rose $1.95 and $1.35 a week, respectively. These figures are contained in the report of State Industrial Commissioner James A. Hamilton.

A comparison with last year shows that virtually all industries are paying a higher average wage than at the beginning of 1925. The chief exceptions are the textiles, shoes and heating apparatus, but in the last named employment is at an unusually high level. Silk workers are receiving more than in January, 1925, but cotton and textile finishing operatives are averaging less. Woolen mills show a decrease of $1.60 in the earnings of their workers, while employment is 6 per cent. lower at present than a year ago.

Dealer Activities

MUDD NOW IN FULL CONTROL OF FORD DEALERSHIP

Chicago, March 4.—Ray F. Mudd has purchased all of the stock of the Ray F. Mudd Motor Company, 4301 West Madison St., Ford and Lincoln dealer, and now controls the corporation. The company operates a Ford sales and service station at the above address and a Lincoln sales and service station at 133 Madison St., Oak Park. Mr. Mudd is president of the newly organized concern.

OVERLAND DEALERSHIP FOR WAHPETON, N. DAK.

Wahpeton, N. D., March 4.—Frank Eberly, pioneer automobile dealer of this place, is re-entering the garage business, taking charge of the Thulen Garage. The new firm will handle the Overland and Willys-Knight cars.

OPENS BRANCH IN MIAMI FOR SCHACHT TRUCK CO.

Miami, Fla., March 4.—R. S. Smith, branch manager for the Schacht Truck Company, is the latest addition to Miami's automobile row. For the past three years he has been connected with the truck company at its factory in Cincinnati, and he has a record of fourteen years in the truck business. The company's temporary offices are at 2723 Ponce De Leon Boulevard, Coral Gables.

OLDSMOBILE DEALER HAS OWN SHOW IN HOTEL

Evansville, Ind., March 4.—The Merkel Motor Company, Oldsmobile dealer, is staging an individual auto show in the lobby of the Hotel McCurdy here this week, which is Auto Show Week.

USED CAR FIRM OPENS PEERLESS DEALERSHIP

Toledo, March 4.—Norman E. and Burt Jamieson, who for many years have conducted a used car business under the firm name of Jamieson Brothers, have just taken the city franchise for the Peerless cars, becoming an associate dealer with Burton O. Gamble.

GOODE SELLS ONE OF HIS TWO CHICAGO STORES

Chicago, March 4.—G. Goode, proprietor of the G. Goode Motor Sales, 1401 South Crawford Ave., has just sold his other store, operating under the same name, at 2408 South Crawford Ave., where he handled the Flint. He sold both the dealership and the building. At his present headquarters he represents the Moon, Diana and Flint.

WILLYS-OVERLAND DEALER IN TEXAS CHANGES NAME

Fort Worth, Tex., March 4 (U. P. T. S.).—The Whitehurst-Foster Company of this city has just changed its name to the Willys-Overland Sales Company, and will handle the Willys-Overland line exclusively in the future in this territory.

Personal Items

HATTON RESIGNS POST

San Francisco, March 4 (U. T. P. S.).—Leonard V. Hatton has just resigned his position as sales manager for the Edward Lowe Motors Company, Lincoln dealer. Edward Lowe, Jr., expects to take a more active interest in the firm and will take over Mr. Hatton's duties, it is announced.

PLOGER MADE TREASURER

Chicago, March 4.—Fred J. Ploger is the new treasurer of the Studebaker Sales Company, South Michigan Avenue and 21st Street. He succeeds the late Albert J. Belda, who died several months ago.

McCLOUD APPOINTED

Detroit, March 4.—A. F. Young, zone sales manager for the Chevrolet Motor Company at Flint, announces the appointment of J. B. McCloud as factory representative for the Detroit district, to succeed Lee Biehler. Mr. Biehler becomes Chevrolet zone office manager at Flint.

GARRETT IN MIAMI

Miami, Fla., March 4.—Perry A. Garrett, president of the Garrett Motor Company of Beaver Falls, Pa., is spending his vacation here. He said he intended to make a tour of the west coast before returning North, late in the spring.

WILMANS DIRECTS SALES

Long Beach, Cal., March 4.—L. J. Wilmans has been appointed sales manager of Richey Motors, Inc., Hudson-Essex dealer. Mr. Wilmans has been in charge of the Third and Olive branch of the concern from the time of its opening.

FINAL PLANS SHAPING FOR RIGID DIRIGIBLE

Special from A. D. N. Detroit Bureau

Detroit, March 4.—Carl B. Fritsche, general manager of the Aircraft Development Corporation, said yesterday that final arrangements were being made to begin the construction of the first metal-clad rigid dirigible. Work will begin as soon as the President signs the bill. The ship will have a capacity of 200,000 cubic feet of gas and will be fabricated in the Ford laboratories at Dearborn airport.

Fire Losses

GARAGE ADDITION BURNED

New Milford, N. J., March 4.—Fire destroyed the addition to the West Side Garage, Madison Avenue, this city, and one car. The damage was estimated at $1,500.

Incorporations

KENTUCKY

Frankfort, Ky., March 4.—Articles of incorporation affecting motor vehicles just filed here follow:—

Park Auto Painting Company, Louisville, $5,000; Ben H. Wile, Garnett V. Keller and Naomi Wile.

Cadillac and Hupmobile Sales Company, Middlesboro, $5,000; John S. Hoskins, Mary J. Hoskins and Vandetta Hoskins.

Commercial Motor Car Company, Irvine, $20,000; R. F. McConkey, Morris Elliott and Adele S. McConkey.

NEW JERSEY

Trenton, March 4.—The following concerns have just been chartered here:

Transcontinental Motor Passenger Service, Vineland, $100,000; operate buses; Henry Sparting, Albert Prosser and R. West.

Philadelphia and Asbury Park Coach Company, Inc., Lakewood; $150,000; conduct bus line; Rudolph Reedman, B. G. Pendle and W. D. McCloskey.

Palace Coach Line, Inc., East Orange, $2,000; conduct bus line; Howard P. King, G. Allan King and Mona R. King.

Runyon Service Station, Inc., Newark, $50,000; buy and sell automobiles; William E. Kopshaw, Lawrence S. Heppa and Anna Philippi.

TEXAS

Austin, Tex., March 4.—New automotive incorporations in Texas are:—

The Union Bus Terminal Company, San Angelo, $1,000; Joe Amberson, J. B. Lee and R. C. Bowens.

Tobian Garage, Inc., Dallas, $6,000; Louis Tobian, Isabelle Tobian and William Tobian.

Willys-Overland, Inc., automobiles, Virginia corporation, Toledo, Ohio; capital stock $100,000; granted permit to do business in Texas; representative, J. P. Gough, Dallas.

Gould Battery Service Company, Dallas; charter amended changing name to Tobian Tire and Battery Company.

McCathren Motor Company, Breckenridge, $18,000; E. R. McCathren, L. E. Seaman and O. R. Seaman.

Classified Advertising

CLASSIFIED RATES
5c word (per daily insertion)

BUSINESS OPPORTUNITY

PARTY wanted with capital for developing and marketing of hydraulic air brake for automobiles, will outlast life of any car, no wearing parts, working model, royalty basis, two patents, automobile manufacturers preferred. Sebastian Giovaninni, 658 N. LaSalle St., Chicago, Ill.

SALESMAN WANTED

SALESMEN to sell TesTbesTos Automobile Brake Lining to jobbing trade. State experience first letter. American Asbestos Company, Norristown, Pa.

FLINT

Profit in the Flint

- The Flint of 1926 offers an exceptional profit opportunity to the dealer who can qualify.
- A complete line of cars ranging from $1085 to $2395 meets the purse requirements of more than 95% of all buyers everywhere.
- Twelve models in three price classes offer 12 opportunities to close each sale.
- The Flint advertising and sales promotion service is one of the attractive and profitable features of the franchise.
- And back of this is the aggressive Flint national advertising campaign, which is telling the story of the Flint to hundreds of prospects in your locality.
- But the thing that means more to you is the dealer margin and the customer good will which always goes with the Flint.

Vice President and General Manager

FLINT MOTOR COMPANY
FLINT, MICHIGAN

BUILDERS OF HIGH GRADE MOTOR CARS

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